

BEFORE THE
PUBLIC UTILITIES COMMISSION
OF THE STATE OF IDAHO

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IDAHO PUBLIC
UTILITIES COMMISSION

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APPLICATION OF)
VITCOM LLC)
FOR A CERTIFICATE OF PUBLIC)
CONVENIENCE AND NECESSITY TO)
PROVIDE FACILITIES-BASED AND RESOLD)
LOCAL EXCHANGE AND INTEREXCHANGE)
SERVICES IN THE STATE OF IDAHO)
-----)

DOCKET NO.

VIT-T-15-01

APPLICATION OF VITCOM LLC FOR A CERTIFICATE OF PUBLIC CONVENIENCE
AND NECESSITY TO PROVIDE FACILITIES-BASED AND RESOLD LOCAL
EXCHANGE AND INTEREXCHANGE SERVICES IN THE STATE OF IDAHO

VITCOM, LLC ("VITCOM"), by its undersigned counsel and pursuant to Idaho Code §§ 61-526-528, IDAPA 31.01.01.111, Procedural Order No. 26665, and the rules of the Public Utilities Commission of Idaho ("Commission"), hereby applies for a Certificate of Public Convenience and Necessity to authorize it to provide facilities-based and resold local exchange telecommunications services throughout the State of Idaho and notifies the Commission of its intent to provide interexchange services.

The State of Idaho has adopted a policy of allowing competition in the local and long distance telecommunications markets, recognizing that it is in the public interest to develop effective competition to ensure that all consumers will have access to high quality, low cost, and innovative telecommunications services. The federal Telecommunications Act of 1996 also seeks to promote competition and reduce regulation in order to secure lower prices and higher quality telecommunications services for American consumers. Both goals will be promoted by granting this Application.

In support of its application, Vitcom submits the following information:

I. **INTRODUCTION**

1. Vitcom is a limited liability corporation organized on April 25, 2006, under the laws of the State of New York. Vitcom was authorized to provide telecommunications services in New York in NY DPS case no. 06-C-0554.

2. Identification of applicant and principal business office:

Company Name: **Vitcom LLC**

Street Address: **1425 37th Street, Suite 210, Brooklyn, NY 11218**

President and Telephone/Fax: **Zalmen Ashkenazi, President, 212-571-4000**

Phone / 718-689-1379 Facsimile

COPIES OF ALL CORRESPONDANCE SHOULD BE SENT TO:

Mordy Gross, Esq., Law Offices of Mordy Gross, 221 Pine St., Lakewood, NJ 08701, phone – (484) 680-0768, fax – (646) 726-9615, email – mordygross@gmail.com

3. Consumer complaint contact:

Zalmen Ashkenazi, President, 212-571-4000 Phone / 718-689-1379 Facsimile

1425 37th Street, Suite 210 Brooklyn, NY 11218

877 766 1199

Authority to Transact Business in Idaho

A Certificate of Authority to Do Business as a Foreign Corporation in Idaho is attached hereto as Exhibit A.

Vitcom's agent for service is:

InCorp Services, Inc.

1524 S. Vista Ave, Suite 12

Boise, ID 83705-2536

The officers and directors of Vitcom are:

Zalmen Ashkenazi, President

5. General description of the services to be offered and how it would enhance competition in the area to be served

Upon receiving certification, the company intends to provide interstate and

intrastate resold and facilities-based/UNE telecommunications services in Idaho,

including the following:

1. Interexchange (switched and dedicated services):

- A. 1+ and 101XXXX outbound dialing;
- B. 800/888 toll-free inbound dialing;
- C. Prepaid and Postpaid calling cards;
- D. Directory Assistance; and
- E. Frame Relay and other data services.

2. Local Exchange:

- A. Local Exchange Services for business and residence customers that will enable customers to originate and terminate local calls in the local calling area served by other LECs, including local dial tone and custom calling features.
- B. Switched local exchange services such as flat-rated and measure-rated local services; vertical services, Direct Inward and Outward Dialed trunks, carrier access, public and semi-public coin telephone services, and any other switched local services that currently exist or will exist in the future.
- C. Non-switched local services (e.g., private line) that currently exist or will exist in the future.
- D. Centrex and/or Centrex-like services that currently exist or will exist in the future.
- E. Digital subscriber line, ISDN, and other high capacity line services.
- F. VOIP Services.

Grant of this Application will further the public interest and enhance competition by expanding the availability of competitive telecommunications services in the State of Idaho. In addition, intrastate offering of these services is in the public interest because the services will provide customers with access to new technologies and service choices, and can permit customers to achieve increased efficiencies and cost savings. Applicant's entry into the telecommunications services market thereby will enhance materially the telecommunications infrastructure in the State of Idaho and will facilitate economic development.

In particular, the public will benefit directly, through the use of the competitive services to be offered by Applicant, and indirectly, because the presence of Applicant in this market will increase the incentives for other telecommunications providers to operate more efficiently, offer more innovative services, reduce their prices, and improve their quality of service.

6. Service Territory

Applicant requests authority to operate throughout the State of Idaho. Therefore, Vitcom seeks statewide authority. At this time, Vitcom does not seek to terminate any small or rural exemptions existing under Section 251 (f)(1) of the Federal Telecommunications Act of 1996; however, Vitcom seeks statewide authority so that it may expand its service areas as those areas become open to competition. Vitcom will provision telecommunication services through a combination of its own facilities, facilities leased from other carriers, and resale of facilities and equipment of Incumbent Local Exchange Carriers ("ILECs") operating in Idaho. Vitcom's facilities may include ducts, wires, cables, end-office switches, telecommunications equipment and other telecommunications transmission facilities. Facilities-based service will be provided via (1) commercial wholesale agreement with incumbents or other carriers, (2) Vitcom's own facilities, or (3) a combination thereof.

7. COMPLIANCE WITH COMMISSION RULES

Vitcom's statement that it agrees to comply with all applicable Idaho laws and Commission rules and regulations is attached hereto as **Exhibit D**. Applicant will comply with all applicable Commission rules, regulations and standards, and will provide safe, reliable and high-quality telecommunications services in Idaho.

8. ESCROW ACCOUNT OR SECURITY BOND

Vitcom does not require deposits for retail customers.

9. Information sufficient to support assertion regarding financial qualifications

As evidence that Vitcom possesses the required financial qualifications to provide services, attached are Vitcom's financial statements, as Exhibit B.

10. Information sufficient to support assertion regarding managerial qualifications

As evidence that Vitcom possesses the required managerial qualifications to provide services, attached are Vitcom's manager's resumes and biographies, as Exhibit C.

11. Information sufficient to support assertion regarding technical qualifications

As evidence that Vitcom possesses the required technical qualifications to provide services, Vitcom presents the following information:

The Applicant will initially provide services by resale and by purchasing unbundled network elements from the ILECs. The Applicant may construct its own transmission and switching facilities, utilizing fiber optics, microwave, copper cables, carrier, digital, analog, and other technologies. The Applicant intends to utilize its Class 5 switch currently located in Manhattan and intends to collocate telecommunications equipment in central offices in Idaho. Remote vehicles and other switches may subsequently be installed in other areas. The facilities may be used for both switched and private line traffic and shall include the provision of business switched local exchange service. The facilities constructed by the Applicant may be used separately or in conjunction with similar facilities provided by or obtained from other entities.

12. List of Jurisdictions where authority exists or is pending:

Vitcom is certified by the Department of Public Services of the following states:

- Florida
- Indiana
- Michigan
- Nevada
- New Jersey
- New York
- Oregon
- Pennsylvania
- Rhode Island
- Texas
- Utah
- Vermont
- Washington

Vitcom has applied for certification in the following states:

- Maryland
- Massachusetts
- Colorado
- Iowa
- Ohio
- New Hampshire

Vitcom's authority has not been revoked in any state.

13. Statement as to civil or criminal proceedings

There have been no civil or criminal proceedings against the applicant in any jurisdiction.

14. Request for Confidentiality

Applicant submits under seal as Exhibit B confidential financial statements representing Applicant's financial status. Applicant requests that Exhibit B be afforded confidential treatment as this information is protected by law from public inspection, examination or copying, in accordance with Section 9-340D(2), Idaho Code. This exhibit contains financial information, which, if disclosed, would result in substantial harm to Applicant's competitive position. As shown in the information provided, Applicant is financially qualified to operate within Idaho.

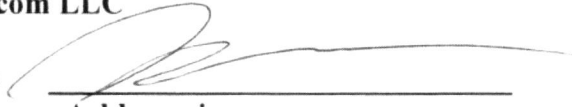
In view of the foregoing, Applicant hereby respectfully submits that the public convenience and necessity would be served by the grant of this Petition for Approval to Provide Local Exchange and Interexchange Telecommunications Services throughout the State of Idaho.

Brooklyn, NY

March 10, 2015

Respectfully Submitted

Vitcom LLC

By: 
Zalmen Ashkenazi,
President

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OF THE STATE OF IDAHO

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AFFIDAVIT IN SUPPORT

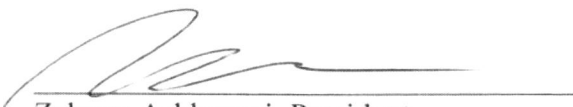
State of New York)

)ss

County of Kings)

Zalmen Ashkenazi, being duly sworn, make this my affidavit and state:

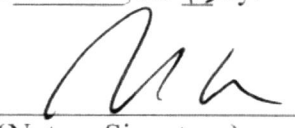
- I. I am the President of Vitcom, LLC, and as such, I have personal knowledge of the facts as to which I affirm, and I certify its truth and accuracy, to the best of my knowledge, information and belief.
- II. On behalf of applicant, I have read the Attached Petition and I affirm the truth and accuracy of its statements to the best of my knowledge, information and belief.
- III. I also affirm Vitcom will comply with all applicable Idaho laws and Commission rules and regulations. Vitcom will comply with all applicable Commission rules, regulations and standards, and will provide safe, reliable and high-quality telecommunications services in Idaho..


Zalmen Ashkenazi, President
Vitcom, LLC

3/10/15
date

Subscribed and sworn to before me on March 10, 20 15 by:
{Notary Stamp}

My commission expires 4/26/18


{Notary Signature}

3/10/15
{Date}

Mordechai Gross
Attorney and Counselor at Law
No. 02GR6221050
Qualified in Kings County
Commission expires April 26, 2018

List of Exhibits

Exhibit A – Authority to Transact Business, Foreign Corporation Qualification

Exhibit B- Financial Statements [CONFIDENTIAL; UNDER SEPARATE COVER]

Exhibit C – Resumes and Biographies

Exhibit A – Authority to Transact Business, Foreign Corporation Qualification

State of Idaho

Office of the Secretary of State

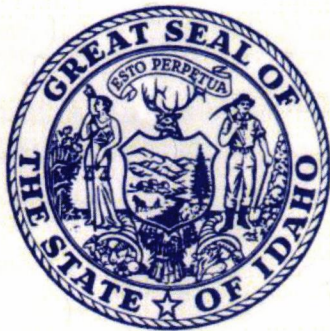
**CERTIFICATE OF AUTHORITY
OF
VITCOM LLC**

File Number W 143292

I, BEN YSURSA, Secretary of State of the State of Idaho, hereby certify that an Application for Certificate of Authority, duly executed pursuant to the provisions of the Idaho Uniform Limited Liability Act, has been received in this office and is found to conform to law.

ACCORDINGLY and by virtue of the authority vested in me by law, I issue this Certificate of Authority to transact business in this State and attach hereto a duplicate of the application for such certificate.

Dated: October 16, 2014



Ben Yursa
SECRETARY OF STATE

By

J. L. Loring

Exhibit B- Financial Statements [CONFIDENTIAL; UNDER SEPARATE COVER]

Exhibit C – Resumes and Biographies

Zalmen Ashkenazi

Zalmen@vitcom.net

President,

- Industry recognized professional with 22 years of experience in telecommunications focusing on revenue assurance, cost optimization and profitability.
- Respected leader of technical teams, back office operations and corporate communications departments. Design and orchestrate network deployment that effectively promotes product growth and profitability.
- Expert in the technical, conceptual and content development of network planning. Proven ability to drive and deliver planned deployment of network interconnects.

Skills

- | | |
|---------------------------------|---|
| • Network Planning and forecast | • New Product Planning & execution |
| • Creative Team Leadership | • Technical Development of Training Materials |
| • Contract Negotiations | • Cost audit and analysis |
| • Best cost routing | |
-

Recent Accomplishments

Planed & Deployed Nationwide VoIP platform for Transit network 2009-2013
Planed & Deployed New York Interconnect Network with Verizon, 2005 - 2010
Planed & deployed Transition from TDM to VoIP for SMB and enterprise, 2002-2005

Professional Experience

Tandem Transit LLC– Brooklyn, NY

CTO , 11/2009 to 12/2013

Directly responsible for defining and executing detailed regular cost and performance analysis and recommendation along the optimization process chain, the functional service units and vendor types.

Selected Accomplishments:

- Identified the network frameworks and requirements, defined and aligned requirements with the corporate efforts and oversaw the system related realization and implementation. Responsible for forecast, negotiation and deployment of Interconnect Networks with other Tandem carriers to establish a facility-based network.
- Deployed a full redundant VoIP network to operate as a TANDEM nationwide.
- Proactively drove the improvement of efficiency and effectiveness of internal provisioning process to deliver timely and fulfill customers' expectation.
- Leveraged strengths in cost-effective network re-design and vendor negotiations to end each year an average of 15% under-budget (without compromising business growth goals). Work directly with finance for monthly Cost of Goods Sold & Margin reporting.

XCHANGE TELECOM CORP – Brooklyn, NY

Vice President, Network Operations, 9/2005 to 11/2009

Developed and implemented plans for UNE-L and CLEC facilities based, for cost reductions, revenue assurance and profitability.

- Audited and groomed voice network to optimize and cut cost by approximately 40%.
- Implemented best cost routing for quality and cost reduction.
- Implemented process and policy surrounding pricing. Responsible for all tariff filings.
- Responsible for all products margin reporting to demonstrate profitability of the various business units. Provided guidance to maximize profitability.
- Build and developed the migration for resale to facilities based.

Vitcom Corporation – New York, NY

CEO , 6/1996 to 6/2001

Advanced through a series of promotions, primarily responsible for company's profitability through detailed product margin reporting, pricing analysis, least cost routing, network planning and contract negotiations.

- Planned and deployed First Voice Over IP network nationwide serviced through 6 switches in the United States. Responsible for least cost routing in a 14-switches fully ubiquitous network (6 in USA, 1 in Canada, 7 in Europe).
- Accountable for all audits/verification of vendor invoices including filing disputes and handling dispute resolutions & settlements.
- Provided detailed margin reporting. All Business units were held responsible for profitable contribution to the growth of the company. The monthly management margin report was an instrumental tool utilized for operations. It provided a comprehensive view of entire business operations.

Boro Tel – New York, NY

President , 2/1992 to 5/1996

Built and developed Payphone Coin operated phones, throughout the city of New York

- Managed a team of installers and repair crew of over 1000 payphones.
- Install over 1000 phones in a period of 16 months.
- Sold with great success

Technology

Software: Equinox, Routing Translation DMS250, DMS500, MetaSwitch, MS Office (Word, Access, Excel, PowerPoint), SMS/800 Database, HP-12C

Education

Untied Talmudical academy – Monroe , NY



30 Avenida D, 14-45
Ciudad de Plata II, Zona 7
Guatemala, Guatemala

Mobil +011 (502) 2473 8903
E-mail juan@vitcom.net

Juan Carlos Quan

Objective

Senior Management Position in an Industry where I can contribute with my wide experience in sales, consulting, business development in emerging markets and profit developing strategies.

Professional experience

2013 – To date Vitcom Corp Florida

Chief Financial Officer

- Responsible for the Accounting department
- Set up Treasury, budgeting and Cash flow

2009 – To date TandemTransit LLC New York

Chief Financial Officer

- Responsible for the Accounting department
- Set up Treasury, budgeting and Cash flow

2005 – 2009 Fusion Telecom (VoIP Division) Fort Lauderdale, Florida

Regional Director Latin America, VoIP Division

- Developed and manage Sales and Support channels through models of profit sharing deals, Joint Ventures and Services for Cable operators, ISPs, Private Labels, Resellers and Direct Sales.
- Created VoIP services business models for sales to Ex Pats, Residential, SoHo, Corporate, Call shops, With solutions from Softphones, ATAs and specialized billing services.
- Implemented Call Center VoIP services with an array of solutions from Sip Trunking, Hosted IP PBX and Asterisk options among others, with specialized Call Center requirement features.
- Organized the Latin America division for Sales and Support channels
- Obtained a full Telecommunications License in the Dominican Republic

2004 – 2005 Fusion Telecom (Carrier Division) Fort Lauderdale, Florida

Manager Latin America, Business Dev. Carrier Division

- Negotiated Interconnection contracts for Central America, Mexico and Cuba
- Created a business model for corporate sales for VoIP services

2000 – 2004 Vitcom Corporation Miami, Florida

Central America and Caribbean Business Development Manager

- Negotiated Interconnection contracts in El Salvador, Guatemala, Nicaragua, Mexico and Cuba
- Negotiated, Implemented and managed POPs in El Salvador, Guatemala, Honduras, Mexico, Haiti, Jamaica, Colombia, Panama
- Personally generated sales of over US\$ 20 Million with profits of over US\$ 4 Million

1996 – 2000 Omega Group San Salvador, El Salvador

Chief Operating Officer

Holding company for Computer Sales and services stores in 3 countries

- Responsible for overall market strategy, as well as financial operations of the group.
- Responsible for international operations in Honduras, Guatemala and El Salvador
- Sales of US\$ 11 Million per year

1984 – 1996 Omega Electrónica San Salvador, El Salvador

General Manager

Company dedicated to the sale of computer hardware, software, service contracts and training.

- Founder of the company
- Created specialized divisions for Networking, Microsoft Certified Training, Government Sales, Retail and Corporate Sales Divisions (75 employees)
- Negotiated distribution for IBM, Compaq, Acer, Microsoft, Novell
- Sales of US\$ 7 Million per year

1983 – 1984 Omega Electrónica Guatemala, Guatemala

Sales Manager

- Co-founder of the company
- Responsible for sales of Personal Computers division

1982 -1983 Omega Data Center Guatemala, Guatemala

Sales Manager

- Co-Founder of the company
- Responsible for sales of Data Processing Services

Education

1978-1982 University Of Southern Mississippi Hattiesburg, MS

BS Business Administration